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| **Role Description** |  |
| **Job title:** | Poultry Commercial Nutritionist |
| **Reports to:** | Poultry Nutrition & Innovation Manager |
| **Location:** | Home Based |
| **Direct & Indirect Reports:** | None |
| **Overall Purpose:** | Are you ready to join a forward-thinking Animal Nutrition business that is excited about growth?  We have a great opportunity for a passionate and driven individual like you to grow and develop your career in commercial nutrition and be an integral member of our team.  Being part of the Poultry species team you will be delivering excellence in nutrition to Premier’s customers and working collaboratively as part of the wider Premier team.  Poultry premix makes an important contribution to the overall success of Premier Nutrition. It has developed an enviable professional and technical reputation within the feed industry, evidenced by a high UK market share. The role will be to continue to maintain and develop new accounts in the UK/Ireland and overseas through providing expert advice and account management. |
| **Key Responsibilities:** | Working as part of the Poultry team in Premier Nutrition. Generate new customers and support existing customers in terms of premix, supplements, feed formulation and general nutrition advice.  Working with customers to understand their KPI targets, objectives and the specific needs of the market.  Ensure the specification of the Poultry products are safe, legal and meet the marketing, commercial and margin objectives of the business.  Input to the preparation and delivery of product literature, marketing materials, and PR activity, including nutrition related articles. Preparing and presenting technical papers at conferences and discussion group meetings  Contribute to Research & Development by assisting with:   * Establishing research priorities * Preparation of trial protocols * Monitoring trial progress * Preparation of trial reports * Interpretation, presentation and commercial application of trial outcomes   In conjunction with the Operations and Quality teams, contribute to the understanding of our premix manufacture processes in order to deliver changes that improve quality, safety and cost of production of our products.  Participate in the investigation of nutritional related complaints and variation of product from defined tolerances in collaboration with Operations and Quality.  Develop strategically: Manage, develop and implement business retention and growth strategies predominantly in UK/Ireland but with a view to continental European growth in time:   * To develop with the Poultry Nutrition & Innovation Manager and then implement strategic sales and marketing plans for this sector to achieve commercial objectives * To continually develop and enhance your standing as an authority on poultry feed formulation within the industry   Personal development:   * To develop with the Poultry Nutrition & Innovation Manager and HR a robust personal development plan.   FeedSafety:   * To understand the impact of processes and actions on Feed Safety * To carry out tasks and procedures as trained   Key Stakeholders  Externally:   * Appropriate industry associations   Internally:   * Production & logistics teams to deliver 1st class customer service * QC/QA team during customer visits / audits * Customer services to ensure real-time excellence in service provision and customer experience. |
| **Budget Responsibility:** | None |

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| **Person Profile/Knowledge**  Experience, any formal qualifications and necessary keys areas of knowledge or experience. | | |
| **Essential** | | **Desirable** |
| * Time served experience in a similar role or Degree level or equivalent in a relevant field. E.g., animal science/animal nutrition * Sound poultry nutritional and production knowledge and a good understanding of poultry performance data * Experience in practical application of nutrition in a commercial role with the ability to form robust and coherent R&D plans with attention to detail in developing protocols and diets. * Competent at setting up, running and interpreting feed formulation software * Analytical capability for interpreting results and preparing reports * Good understanding of the poultry supply chain with an appreciation of the factors that impact on our customers * An appreciation of the requirements of feed legislation and assurance schemes and the impact upon our products | | * Demonstrate the ability to think innovatively, with enthusiasm for new ideas. |
| **Key Behaviours** | * An advocate and leading example of our Premier Nutrition behaviours; * We continuously improve * We pull together * We stand out * Always customer focused with good listening skills and empathy to understand where value can be added to their business. * Ability to work as part of a team demonstrating enthusiasm and positivity * Ability to meet deadlines and work accurately at speed, being responsive and proactive to problem solving to ensure excellence at speed * Ability to prioritise and to manage stakeholder expectations. * Willingness to motivate, enthuse and support the development of colleagues. * Capable of building pride and passion through displaying a professional approach and leadership style that encourages others. * Effective communication and influencing skills. Able to present technical and scientific data in a compelling and understandable way to people with a wide range of technical knowledge. * Can instil confidence and trust in knowledge and capability. * Experience of working remotely and liaising with other team members who are also remotely based | |
| **Other Factors**  Trave, shift pattern, working hours, Licence type etc. | Experience of working remotely and liaising with other team members who are also remotely based  Travel – UK/Ireland (occasionally overseas) | |